



INTERNAL PLAN LETTER

Target Corporation

June 14, 2003

Timeline: June 30, 2003

Forecast Type: SuperStretch

Process:

- Understand Target's current assessment of our proposed solution to their vision.
- Formulate an updated sales campaign strategy to improve our position with the key decision makers.
- Develop a simple and comprehensive proposal for a total solution road map for the Stores, DC's, and Corporate divisions.
- PeopleSoft Executives present partnership proposal to Bart Butzer, Paul Singer, Dave Biron and Ken Kaiser for Q2 close.

PeopleSoft primary closing activities

- Re-engage new PeopleSoft team with Target coaches and key committee members
- Update and build out our current Business Value Proposition
- Build additional executive level relationships
- ~~Aggressive competitive analysis comparing PeopleSoft's ability to meet their vision versus Oracle~~
- Develop a total solution proposal with risk elimination, and maximum value to Target Corporation

PeopleSoft Executive Management Team

- Phil Wilmington EVP Americas
- Steve Winter Midwest MD
- Kevin Dolan RVP
- Don Duszynski Midwest PGS MD

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General Timeframe	PeopleSoft Contact or Responsibility	Customer/Prospect Contact or Responsibility	Target Completion Date	Status & Comments
PeopleSoft Target SWAT Team meeting to plan attack strategy	Jeff Palan/Bob Moerbeck		6/16/03	Team is congregating in Minneapolis in large conference room to prepare weekly plans. Review current documents and deliverables. Assign responsibilities for every event.
Competitive Analysis & Positioning against Oracle and their recommended partners..	Bob Moerbeck/Jason Averbroom	Anne Marie Janke/Jim Ostergard	6/18/03	
Implementation Strategy & Proposal w/IBM contingency	Karen Pisha/HJ Cho Don D./Stuart N.	Ken Kaiser	6/18/03	Need to validate with TTS team, Paul Singer and Bart Butzer
Customer HCM & Retail Reference Plan	Jason Averbroom	Anne Marie Janke & Dave Biron	6/18/03	Version 8, need to understand retail references workforce scheduling and time keeping solutions, and analytics.
Workforce Scheduling and Time and Labor solution to meet Bart's vision	Sherri Bartels and HJ Cho	Rick Post & Ken Kaiser	6/18/03	
Update Business Case	Karen Pisha/Jeff Palan			
Demonstration Plan	Kelvin Gray, Christine, Melissa		6/19/03	Need to plan demos for Technology, ELM evaluation, HCM, Analytics w/dashboard, and potentially Kronos or other time keeping system integration.
Funding Process Review	Steve Winter	Paul Singer	6/19/03	
External Plan Letter completed	Jeff P/Dave L.	Ken Kaiser	6/17/03	Will update after Ken Kaiser mtg. 6/16.
Executive Alignment Plan completed	Steve Winter/Phil Wilmington	Paul Singer	6/20/03	

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External Influencers Review	Jeff Palan/Kevin Dolan	Ken Kaiser	6/18/03	Identify potential 3 rd party players including IBM, Accenture, Bearing Point, Corio, and others.
Funding and BOD Approval Process Understood	Steve Winter/Jeff Palan	Paul Singer, Mike Rhodes	6/20/03	
Pricing Strategy	Jeff Palan/Dave Lagerquist		6/18/03	
Rev Rec Review	Jeff Palan/Bill McNamara		6/18/03	
Legal Review	Jeff Palan/Rachel Wasserman	Mike Rhodes	6/20/03	
Prepare Proposal	Jeff Palan/Bob Moerbeck		6/19/03	
Present Proposal	Steve Winter/Phil Wilmington	Paul Singer, Bart Butzer	6/20/03	Need to confirm Target stakeholders and availability. Plan a pre-proposal review with Steve W. and Paul Singer.

External Events with Target

Ken Kaiser meeting	Jeff Palan, Bob Moerbeck, Dave L. HJ, Karen	Ken Kaiser	6/16/03	Discuss current position, Target players perspectives, Oracle, and plan our events for the week.
ELM Demo	Dave L. & ?	?	6/18/03	Dave please update the details on the ELM opp.
Revisit key committee members to confirm our solution	TBD	TBD	Week of 6/16/03	Based upon Monday meeting with Ken Kaiser we will plan appropriately.
Pre-Proposal Review	Steve Winter	Paul Singer	6/19/03	
Other Demos & Reference checks	Kelvin G. Jason A.	?	6/19/03	TBD
Contract Negotiation **	Steve Winter/Jeff Palan	Paul Singer/Mike Rhodes	Week of 6/23/03	

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